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CSX SELLING BECKETT FBO CHAIN TO AERO SERVICES INTERNATIONAL

CSX Corp. and Aero Services International Inc. announced Thursday they have signed a letter of intent for the sale of CSX's Beckett Aviation Inc. to Aero Services for an undisclosed amount of cash. The transaction, according to a spokesman for CSX, is expected to be finalized in the spring. The sale will bring to 23 the number of aviation service facilities owned and operated by Aero Services, making it the third largest FBO chain in the U.S. behind Butler Aviation and Beech Aircraft's network of FBOs.

No major changes concerning employes or management as a result of the sale are expected. International FBO Network, formed by Aero Services International, Beckett Aviation, and Innotech Aviation Ltd., of Canada in April, 1983 *(BA, April 25, 1983/133)* is also expected to function as it has in the past. Innotech's FBO operations were taken over by Hudson General last year *(BA, Dec. 10/190)*.

Those FBOs being acquired by Aero Services are located at Midway Airport, Chicago; Cleveland-Hopkins International Airport, Cleveland; Arapahoe County Airport, Denver; William P. Hobby Airport, Houston; Palm Beach County Glades Airport, Pahokee Park, Fla.; Palm Beach International Airport, West Palm Beach; Oakland International Airport, Oakland; Greater Pittsburgh International Airport, Pittsburgh; Robert E. Byrd International Airport, Richmond, Va.; Scottsdale Municipal Airport, Scottsdale, Ariz.; and Youngstown Municipal Airport, Youngstown, Ohio.

PIPER CLOSING LAKELAND, CONSOLIDATING PRODUCTION AT VERO BEACH

Piper Aircraft Corp. told employes at its Lakeland, Fla. production facility last Wednesday it plans to close that plant and consolidate all production operations at the Vero Beach facility by this fall. Robert J. Wyma, Lear Siegler Inc. corporate vice president in charge of Piper's Aircraft Group, said that despite earlier consolidation moves that resulted in the closure of all Piper facilities in Pennsylvania "we still find ourselves with a considerable excess of production capacity and too large an investment in physical plant facilities." Wyma said the decision to close the Lakeland plant "was made with great difficulty and deep regret, but given the heavy losses we have sustained the past three years, and the lack of any foreseeable recovery in the sales picture, it was the only reasonable" move.

Production at the Lakeland plant, which began operations in 1972, will be phased out over an eight-month period through Oct. 1. Wyma noted that production of the Cheyenne 400LS and Cheyenne IIIA turboprops will continue at Lakeland through S/N 40 and 36 respectively, before production of those models is moved to Vero Beach. A company statement said "production of these and other Cheyenne business-class propjet models will be transferred to Vero Beach."

Exactly what the Piper product line will include after consolidation of operations at Vero Beach is unclear, however. Wyma and other Lear Siegler officials indicated clearly at last year's National Business Aircraft Association convention *(BA, Oct. 8/115)* that they will not hesitate to drop unprofitable models. Since LSI took control of Piper in early 1984 the Aerostar and Turbo Saratoga models have been eliminated. Four models that had been built in Lock Haven, Pa. before that plant was closed—the T-1040, Mojave, and Cheyenne IA and IIXL—have not been put into production in Florida, although that may have been due

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BUSINESS AVIATION BRIEFS

ROBERT A. TRUSELA, 55, senior vice president sales and service for the Garrett Corp., died Jan. 23 of an apparent stroke. Garrett officials were shocked by his death because he had not been ill and appeared to be feeling fine the previous day. Trusela was a 24-year veteran of Garrett and had been named to his current post just last October *(BA, Sept. 24/101).* A former Air Force officer who held degrees from West Virginia University and Purdue, Trusela started with Garrett in 1950 and held a variety of government relations and marketing posts with the company.

* * *

CANADAIR said it delivered the first of seven Challenger 601 aircraft ordered by the Federal Republic of Germany to the West German government last week *(BA, Aug. 20/58).* Aircraft was officially handed over at a Dornier facility near Munich. Under terms of the contract, Dornier will install additional avionics, the interior and paint the plane. Aircraft is scheduled to be turned over to the Luftwaffe in the first quarter of 1986. Last week's delivery brings to 114 the number of Challengers delivered since the program began.

* * *

HOUSE REPUBLICAN RESEARCH COMMITTEE has published a 70-page report that suggests transferring operation of the nation's air traffic control system to the private sector. The report, *Ideas For Tomorrow, Choices For Today,* said the Transportation Department should be directed "to study proposals to transfer operation of the air traffic control system from the Federal Aviation Administration to the private sector. Such a study should look at potential effects on air safety."

* * *

OFFSHORE NAVIGATION INC. has signed a contract with the Civil Aviation Administration of China for ONI's Flite Trak equipment to be used for air traffic control and search and rescue operations in conjunction with offshore helicopter operations in the Pearl River/Hainan areas. Deliveries are scheduled to begin this spring, with the system expected to be operational by early summer.

* * *

FEDERAL AVIATION ADMINISTRATION, in cooperation with the Air Traffic Control Association and the National Aeronautics Association, is sponsoring the second annual National Aviation Education Essay Contest. Open to students in grades four through 12, the deadline for entries is March 15. The subject of this year's contest is "The Importance of Airports to Your Community." Contest entries will be judged on three levels: intermediate (grades 4-6), junior (grades 7-9), and senior (grades 10-12). State winners will be selected and will compete with those from other states for regional titles, and ultimately national winners will be chosen. Prizes, furnished by the Air Traffic Control Association and the National Aeronautics Association will also be divided into the three categories: senior, $1,500, junior, $500, intermediate, $500.

* * *

EAGLE AERO INC. has been designated by Fairchild Aircraft Corp. to establish distribution of Merlin/Metro aircraft spare parts in Pittsburgh, Pa. and Phoenix, Ariz. Pittsburgh facility is presently in full operation and inventory has been ordered for a new location on the Sky Harbor Airport grounds in Phoenix. The facility's scheduled start-up date is March 1.

* * *

WEB AGENCY has moved to a new office location in Oklahoma City, Okla. Mailing address is The Web Agency, Communications Center, P.O. Box 57000, Oklahoma City, Okla. 73157. Shipping address is The Web Agency, Communications Center, 3900 N.W. 39th Expw., Suite 104E, Oklahoma City, Okla. 73112. Phone and telex numbers remain the same.

* * *

GENERAL AVIATION MANUFACTURERS ASSOCIATION, for 1984, reported total billings of just under the $1.7 billion previously forecast. The figure is a 15.6 percent increase over the 1983 figure of slightly more than $1.9 million. Unit shipments fell 9.4 percent from 1983's 2,691 shipments to 2,438 in 1984. Charts detailing these figures can be found *on the back of this page and Page 31.*

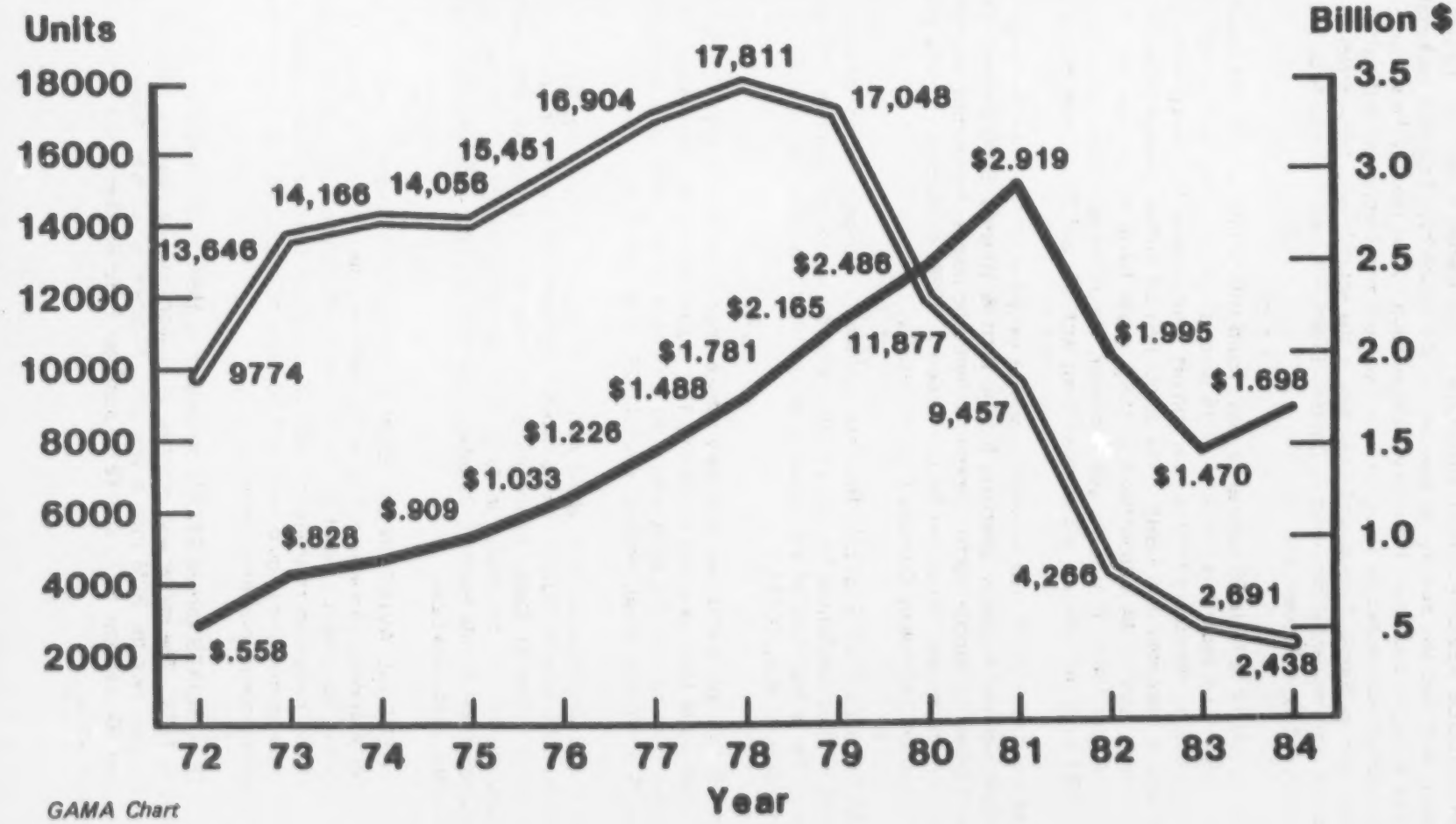
GAMA SHIPMENTS FOR 1984

	Units	Value (Millions)
Single-Engine	1621	$149
Multi-Engine	374	$135
Turboprop	272	$443
Jets	171	$971
Total	2438	$1.7 Billion

GAMA Chart

3/a

GENERAL AVIATION
UNIT SHIPMENTS/BILLINGS



GAMA Chart